

Message Text

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PAGE 01 TEHRAN 12556 310857Z

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ACTION PM-03

INFO OCT-01 SS-14 ISO-00 NEA-07 NSC-05 NSCE-00 SP-02 OMB-01

TRSE-00 CIAE-00 INR-05 MC-01 PRS-01 USIA-01 L-01

ACDA-10 /052 W

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R 310752Z DEC 75

FM AMEMBASSY TEHRAN

TO SECSTATE WASHDC 4952

SECDEF WASHDC

INFO USCINCEUR VAIHINGEN GERMANY

CSAF

C O N F I D E N T I A L TEHRAN 12556

LIMDIS

E.O. 11652: GDS

TAGS: MASS, IR

SUBJECT: AWACS

1. WE UNDERSTAND THAT LETTER OF OFFER IS BEING PREPARED FOR SALE OF AWACS TO IRAN. LOCAL INTEREST IN AIRCRAFT REMAINS HIGH DESPITE TIGHTENED BUDGET SITUATION WHICH MAY BLOCK PURCHASE. WE ARE ALSO AWARE OF STRONG U.S. DEFENSE INTEREST IN SALE OF AIRCRAFT TO IRAN IN ORDER TO KEEP AMERICAN PRODUCTION LINES OPEN AND SPREAD COSTS. NEVERTHELESS, IN VIEW OF IRANIAN SENSITIVITY ON PRICES AND DIFFICULTIES CONFRONTING NUMBER OF SOPHISTICATED PROGRAMS BECAUSE OF MANPOWER LIMITATIONS, BELIEVE IT IS ESSENTIAL THAT, IF LOA IS PRESENTED, IT BE ACCOMPANIED BY DETAILED AND FRANK BRIEFING ON ALL IMPLICATIONS OF AWACS ACQUISITION.

2. IN OUR VIEW, WRITTEN AND ORAL BRIEFING SHOULD COVER FOLLOWING SUBJECTS:

(A) PROJECTED COSTS OF PROGRAM OVER 5-YEAR PERIOD,
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PAGE 02 TEHRAN 12556 310857Z

INCLUDING SPARES, SUPPORT, TRAINING AND GENEROUS

ALLOWANCE FOR INFLATION. ESTIMATES SHOULD AIM AT COMPLETELY REALISTIC PICTURE OF WHAT PROGRAM MIGHT COST GOI. WE WANT TO AVOID SURPRISES AND IRANIAN SENSE OF BEING MANIPULATED WHICH NOW OCCURRING IN DISCUSSIONS OF FINANCES FOR ON-GOING SYSTEMS IN THREE SERVICES.

(B) PROJECTED SKILLED MANPOWER REQUIREMENTS FOR AIRCRAFT AND SUPPORTING GROUND FACILITIES. DURATION AND LEVEL OF REQUISITE TRAINING SHOULD BE SPELLED OUT. DEMAND FOR QUALIFIED PERSONNEL SHOULD BE PROJECTED AGAINST BACKGROUND OF REQUIREMENTS OF OTHER COMPLEX DEFENSE PROGRAMS UNDER WAY AT SAME TIME AND IRANIAN DIFFICULTIES IN MEETING PRESENT TRAINING QUOTAS AND IN RECRUITING ADEQUATE NUMBER OF HOMAFARS (SKILLED TECHNICIANS).

(C) ESTIMATES OF CONSTRUCTION REQUIREMENTS FOR ASSOCIATED SPECIAL GROUND FACILITIES. TO EXTENT POSSIBLE, COSTS SHOULD BE INCLUDED.

3. IT MAY BE THAT AFTER PRESENTATION OF THIS INFORMATION, GOI WILL REACH POSITIVE DECISION ON AWACS. IF SO, IRANIAN DECISION WILL HAVE BEEN MADE WITH BEST POSSIBLE VIEW OF PROBLEMS AHEAD. SAME CONSIDERATIONS CITED ABOVE APPLY TO OTHER MAJOR PROGRAMS CURRENTLY UNDER STUDY BY GOI; E.G., F-16 AND AMST FUNDING. SIMILAR DETAILED BRIEFINGS SHOULD BE PREPARED IF LETTERS OF OFFER ARE TO BE PRESENTED IN THOSE CASES AS WELL.

4. DEFREP AND ARMISH/MAAG CONCUR IN THIS MESSAGE.
HELMS

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Margaret P. Grafeld
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